



NEWSLETTER

NORTH CAROLINA DISTRICT OFFICE

September 2006

Online Resources for Teens

Have you received questions from teenage entrepreneurs wanting to start a business? The SBA and Junior Achievement developed a new online resource for young entrepreneurs at the Mind Your Own Business teen Web site. The website, www.mindyourownbiz.org, is designed to help young entrepreneurs succeed in the world of business.

There are three Mind Your Own Business resources: a student activities guide, a volunteer guide, and an assessment tool - Start it, Grow it, Own it! These serve as a companion tool to the student activities and volunteer guides.

Entitled Make It Your Business, the student activities guide includes an interest inventory and group activities designed to teach teens the fundamentals of business ownership. The Make It Your Business volunteer guide instructs group leaders through student business sessions that can be implemented in the classroom, in student clubs or in an after-school setting.

The Mind Your Own Business Web site introduces five easy-to-navigate steps on business ownership for the entrepreneurial-minded teen, each with helpful information for young entrepreneurs who want to start, run or grow their own businesses.

Export Workshops in the Carolinas

Over the next couple of months there are several training opportunities available in NC and SC. If you or your clients need some training and would like to network with the service providers available in the Carolinas, this is a very cost effective way to become part of the global economy.

- Export work shop in Raleigh September 27 and Greenville NC September 28.
- Export Expo in Asheville at AB Tech on October 25.

For more information on these and other training opportunities go to: www.buyusa.gov/northcarolina

NC Idea Seeks Grant Applications

NC IDEA is seeking grant applications from North Carolina entrepreneurs and early-stage companies focused on information technology, medical devices or material sciences.

NC IDEA is a private, non-profit organization dedicated to helping establish and develop early-stage companies through the commercialization of research innovation. NC IDEA plans to award \$150,000 "proof of concept" grants to help bridge the gap between innovative ideas and venture capital funding. The grants are designed to prepare companies for equity funding, accelerating the creation of new North Carolina companies and jobs.

NC IDEA is accepting online applications through its Web site (www.ncidea.org). Grants of up to \$50,000 per company will be awarded in December. The grants support business activities that validate potential markets, reduce business risks, and advance projects to the point at which they are suitable for consideration by private equity investors. Preference is given to companies that have not previously received equity financing. An entrepreneur who has not formed a company may apply, but company incorporation is required prior to the awarding of grant funding. In addition to funding, NC IDEA and its strategic partners facilitate access to business and technology leaders who will mentor and guide entrepreneurs to help them overcome research, product development, sales and product adoption hurdles.

The initial "pre-proposal" applications must be submitted online by Sept. 15. Approximately 12 to 15 companies submitting "pre-proposal" submissions will be selected to participate in a subsequent full proposal submission and review period from Sept. 15 through Oct. 27. This process will include submission of a more in-depth proposal and prioritized budget for use of grant proceeds, and potentially a presentation from the company to a NC IDEA Grants Program advisory committee.

For more information, visit www.ncidea.org.

Active Lender Rankings FY 2006 YTD: September 1, 2005 – August 31, 2006

			504	
Lender	7(a)'s	Gross \$'s	Participation	Gross 504 \$'s
Bank of America	359	\$ 9,165,200	2	\$ 1,286,300
Innovative Bank	260	\$ 3,045,000		
Business Loan Center, LLC	155	\$ 9,297,500	1	\$ 2,050,000
Capital One Federal	125	\$ 5,085,000		
BB&T	70	\$ 14,150,970	12	\$ 7,956,750
Self-Help Credit Union	64	\$ 3,176,350		
Wachovia Bank	51	\$ 22,961,300	2	\$ 1,740,000
CIT	50	\$ 26,423,900	2	\$ 1,731,570
Surrey Bank & Trust	48	\$ 5,780,100	1	\$ 2,225,000
Bank of Granite	34	\$ 4,349,920	2	\$ 589,636
Superior Financial Group	31	\$ 217,500		
Banco Popular	23	\$ 13,989,200		

Certified Development Corps.		
Self-Help Ventures Fund	59	\$ 28,637,000
BEFCO	30	\$ 13,721,000
Centralina Dev.	26	\$ 16,206,000

Reminder: "Small Business Days" Schedule

The North Carolina District Office is offering "Small Business Days" at the following chambers. "Small Business Days" will offer chamber members and other small business owners the opportunity to discuss SBA loan programs with an SBA Marketing and Outreach Specialist. The Chamber will schedule the appointments for the business owners.

Location	Day	Hours	Phone Number
Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000 x224
Mooreville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Salisbury	Fourth Wednesday	9:30 a.m. - 2 p.m.	704-633-4221

Woman-owned Firms Increase Nearly 20%

During the five years between 1997 and 2002, women-owned firms grew by 19.8 percent while all U.S. firms grew by seven percent.

Women in Business: A Demographic Review of Women's Business Ownership report uses newly released U.S. Census and other data to describe women's contributions to the economy. Statistics in the report include:

- In 2002, women owned 6.5 million or 28.2 percent of non-farm U.S. firms. More than 14 percent of these women-owned firms were employers, with 7.1 million workers and \$173.7 billion in annual payroll.
- Women-owned firms accounted for 6.5 percent of total employment in U.S. firms in 2002 and 4.2 percent of total receipts.
- Of all women business owners in 2002, 85.95 percent were White, 8.43 percent African American, 8.33 percent of Hispanic heritage, 5.25 percent Asian, 1.23 percent American Indian and Alaska Native, and 0.18 percent Native Hawaiian and other Pacific Islander (total does not add to 100 due to some double counting across ethnic groups).
- According to 2002 data, significant proportions of women-owned businesses were in professional, scientific, and technical services, and in health care and social assistance.

For more information and a complete copy of the report, visit the Office of Advocacy website at www.sba.gov/advo

Small Business Loans

Does your client need a small business loan? Does he or she have a start up business and need a loan under \$25,000? Do you know about the CommunityExpress Loan Program? These loans serve women, minorities, veterans and low to moderate income areas. Our training calendar is your source for the workshops in your area.

These workshops offer on the spot loan applications and assistance with the application. Local technical assistance providers are available to answer questions and accept applications.

Have you attended one of these workshops? Check out our web calendar for the workshop in your area. For more information on the CommunityExpress Loan Program and the technical assistance providers go to: www.sba.gov/nc/nc_communityexpressnc.html.

Give Us Your Success Stories

We are looking for borrowers to participate in the SBA's SUCCESS STORY program. Do you know an SBA client that meets the criteria below? Would you like to showcase your organization on our website? The Success Story Database is a listing of small businesses that have received SBA assistance.

This list is used to provide information on these small firms to local and national media. These newspapers, radio and TV stations may use this information for profiles, special interest and other types of stories. The SBA also uses this list to highlight local firms while doing radio and TV interviews.

Success story firms should:

- Be in business for at least 3 years
- Show an increase in the number of employees or growth in revenues
- Provide examples of contributions to the community

Please call Mike Ernandes at 704-344-6588 or e-mail mike.ernandes@sba.gov with the name and contact information of any firms that you think might be interested in increased media opportunities.

Have You Viewed The SBA Training and Events Calendar?

Do your clients need to write a business plan? Learn how to advertise effectively? Need financing to start or expand their businesses? Our training calendar has workshops, classes, events and programs to meet your client's needs. New spring schedules will be starting. Have you surfed over lately?

Training Activities and Events

Let us help you promote your training activities and seminars. We can post them to our website calendar. Four weeks lead-time is required. E-mail updates to april.gonzalez@sba.gov or call (704) 344-6811.

Online Training

The North Carolina District Office offers SBA Programs and Services Training every Friday. From 9 to 10 a.m. and again at 12:30 to 1:30 p.m., an SBA District employee will provide live training through "Ready Talk" software. Your clients can call in and sign into the website for a live PowerPoint presentation.

SBA loan programs, counseling, and government contracting will be highlighted. This can be a useful tool for you to refer to your start-up clients. It can also be a refresher course for you and your fellow counselors.

Go to: www.sba.gov/nc/trainonline.html to register and for more information.

North Carolina Resource Guide

The new 2006 resource guide, co-sponsored by Reni Publishing and the SBA, is available online for you and your client. Go to: www.reni.net/guides and click on North Carolina.

Quote of the Month

It is not the ship so much as the skillful sailing that assures the prosperous voyage.
--George William Curtis



Patriot Day

In the United States, Patriot Day occurs on September 11 of each year, designated in memory of those who died in the September 11, 2001 attacks. On this day, the President directs that the flag of the United States be flown at half-staff and displayed from individual American homes, at the White House, and on all U.S. government buildings and establishments, home and abroad. The President also asks Americans to observe a moment of silence beginning at 8:46 A.M. (Eastern Daylight Time) marking the first plane crash on Sept. 11, 2001.